

FAX# 703-516-9680
CREDIT RISK !!!
HARRIS REPORT FROM REP
CHANGES
AUG23/12 12.19
*** WFLA-TV ***

| REP. # | OFF. # | SALESMAN # |
|--------|--------|------------|
|--------|--------|------------|

BUYER NAME SHELLI HUTTON

SALES PRSN WA- MEGHAN MCGARR (H)

ALEXANDRIA, VA 22310

ORDER # CONTRACT # 6187708

CLASS: NATL. LOCAL REGIONAL

| PRDCT | BILL NELSON | 4 | SENATE | EST#473 | COMMENTS: (LINE, ORDER, INVOICE) |
|-------|-------------|---|--------|---------|----------------------------------|
|-------|-------------|---|--------|---------|----------------------------------|

FLIGHT DATES OCT16/12 OCT22/12 WK-1

| | | | | | |
|----------|-----------|----------------------|------|----------|-------|
| CITY TAX | STATE TAX | CO-OP BILLING NEEDED | DATE | AUG23/12 | 12 18 |
|----------|-----------|----------------------|------|----------|-------|

ALL RATES CHANGED
NEW TOTAL \$56,220 @95X
PLEASE CONFIRM
THANKS BEN FOR MEGHAN

CON CM BILL NELSON FOR SENATE

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|--|-----|----|-------------|------|-----|----------|------------|----------|----------|-----------|------|-----------|
| AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = AGENCY EST# = 473 | | | | | | | | | | | | |
| 1 | R | | 500A-530A | 30 | | \$75.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| PROGRAM : 5AM NEWS CON COM1: 5AM NEWS | | | | | | | | | | | | |
| 2 | R | | 500A-530A | 30 | | \$75.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| PROGRAM : 5AM NEWS CON COM1: 5AM NEWS | | | | | | | | | | | | |
| 3 | R | | 530A-600A | 30 | | \$125.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| PROGRAM : 530AM NEWS CON COM1: 530AM NEWS | | | | | | | | | | | | |

REP HEADLINE# 6187708
 \$\$\$ MOD# 0 : UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP AUG23/12 12.19
 CHANGES ** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|--|------|-----|----------|------------|----------|----------|-----------|------|-----------|
| 4 | R | | 530A-600A PROGRAM : 530AM NEWS CON COM1: 530AM NEWS | 30 | | \$125.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 5 | R | | 600A-700A PROGRAM : 6AM NEWS CON COM1: 6AM NEWS | 30 | | \$700.00 | 10/17 | 10/19 | 3 | | W-F | 3 |
| 6 | R | | 600A-700A PROGRAM : 6AM NEWS CON COM1: 6AM NEWS | 30 | | \$700.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 7 | R | | 700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$900.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 8 | R | | 700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$900.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 9 | R | | 900A-1000A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$550.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 10 | R | | 900A-1000A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$550.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 11 | RT | | 1000A-1030A PROGRAM : DAYTIME NEWS CON COM1: DAYTIME | 30 | | \$80.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 12 | RT | | 1000A-1030A PROGRAM : DAYTIME NEWS CON COM1: DAYTIME | 30 | | \$80.00 | 10/22 | 10/22 | 1 | | MON | 1 |

REP HEADLINE# 6187708
 \$\$\$ MOD# C: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP AUG23/12 12.19
 CHANGES ** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|--|------|-----|----------|------------|----------|----------|-----------|---------|-----------|
| 13 | R | | 1100A-1200N PROGRAM : MIDDAY NEWS CON COM1: MIDDAY NEWS | 30 | | \$80.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 14 | R | | 1200N-100P PROGRAM : TODAY SHOW 3 CON COM1: TODAY SHOW 3 | 30 | | \$100.00 | 10/17 | 10/19 | 3 | | W-F | 3 |
| 15 | R | | 1200N-100P PROGRAM : TODAY SHOW 3 CON COM1: TODAY SHOW 3 | 30 | | \$100.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 16 | R | | 200P-300P PROGRAM : RACHEL RAY CON COM1: RACHEL RAY | 30 | | \$125.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 17 | R | | 200P-300P PROGRAM : RACHEL RAY CON COM1: RACHEL RAY | 30 | | \$125.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 18 | R | | 400P-500P PROGRAM : DR. OZ CON COM1: DR. OZ | 30 | | \$300.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 19 | R | | 400P-500P PROGRAM : DR. OZ CON COM1: DR. OZ | 30 | | \$300.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 20 | R | | 500P-530P PROGRAM : 5PM NEWS CON COM1: 5PM NEWS | 30 | | \$900.00 | 10/16 | 10/19 | 3 | | TU-W,F | 3 |
| 21 | R | | 530P-600P PROGRAM : 530PM NEWS CON COM1: 530PM NEWS | 30 | | \$900.00 | 10/16 | 10/19 | 3 | | TU,TH-F | 3 |

daytime

FAX# 703-516-9680
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HARRIS REPORT FROM REP AUG23/12 12.19
CHANGES *** WFLA-TV ***

| LINE# | REF | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|---|------|-----|------------|------------|----------|----------|-----------|------|-----------|
| 22 | R | | 600P-630P PROGRAM : 6PM NEWS CON COM1: 6PM NEWS | 30 | | \$1,200.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 23 | R | | 600P-630P PROGRAM : 6PM NEWS CON COM1: 6PM NEWS | 30 | | \$1,200.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 24 | R | | 630P-700P PROGRAM : NBC NEWS CON COM1: NBC NEWS | 30 | | \$2,000.00 | 10/17 | 10/19 | 2 | | W, F | 2 |
| 25 | R | | 630P-700P PROGRAM : NBC NEWS CON COM1: NBC NEWS | 30 | | \$2,000.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 26 | R | | 700P-730P PROGRAM : ET NEWS CON COM1: ET NEWS | 30 | | \$1,000.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 27 | R | | 700P-730P PROGRAM : ET NEWS CON COM1: ET NEWS | 30 | | \$1,000.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 28 | R | | 730P-800P PROGRAM : EXTRA CON COM1: EXTRA | 30 | | \$1,000.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 29 | R | | 730P-800P PROGRAM : EXTRA CON COM1: EXTRA | 30 | | \$1,000.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 30 | R | | 700P-815P PROGRAM : FBALL NIGHT IN AM CON COM1: FBALL NIGHT IN AM | 30 | | \$1,700.00 | 10/21 | 10/21 | 1 | | SUN | 1 |

REP HEADLINE# 6187708
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP AUG23/12 12.19
 *** CHANGES *** ** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------------------------|-----|----|-------------|------|-----|------------|------------|----------|----------|-----------|------------|-----------|
| 31 | F | | 1100P-1130P | 30 | | \$1,250.00 | 10/17 | 10/21 | 4 | | W-TH,SA-SU | 4 |
| PROGRAM : 11PM NEWS | | | | | | | | | | | | |
| CON COM1: 11PM NEWS | | | | | | | | | | | | |
| 32 | F | | 1130P-1230A | 30 | | \$325.00 | 10/16 | 10/19 | 3 | | TU,TH-F | 3 |
| PROGRAM : TONIGHT SHOW | | | | | | | | | | | | |
| CON COM1: TONIGHT SHOW | | | | | | | | | | | | |
| 33 | R | | 1130P-1230A | 30 | | \$325.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| PROGRAM : TONIGHT SHOW | | | | | | | | | | | | |
| CON COM1: TONIGHT SHOW | | | | | | | | | | | | |
| 34 | R | | 1230A-130A | 30 | | \$100.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| PROGRAM : FALLON | | | | | | | | | | | | |
| CON COM1: FALLON | | | | | | | | | | | | |
| 35 | R | | 1230A-130A | 30 | | \$100.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| PROGRAM : FALLON | | | | | | | | | | | | |
| CON COM1: FALLON | | | | | | | | | | | | |
| 36 | R | | 700A-900A | 30 | | \$500.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| PROGRAM : SAT TODAY | | | | | | | | | | | | |
| CON COM1: SAT TODAY | | | | | | | | | | | | |
| 37 | R | | 900A-1000A | 30 | | \$300.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| PROGRAM : SAT NEWS | | | | | | | | | | | | |
| CON COM1: SAT NEWS | | | | | | | | | | | | |
| 38 | R | | 1200N-100P | 30 | | \$75.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| PROGRAM : SAT NOON NEWS | | | | | | | | | | | | |
| CON COM1: SAT NOON NEWS | | | | | | | | | | | | |
| 39 | R | | 600P-630P | 30 | | \$700.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| PROGRAM : SAT 6PM NEWS | | | | | | | | | | | | |
| CON COM1: SAT 6PM NEWS | | | | | | | | | | | | |

1
 WFLA

1130-12M
 due NFL

REP HEADLINE# C187738
 \$\$\$ MOD# 01 UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-516-9399
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET
 HARRIS REPORT FROM REP

FAX# 703-516-9680
 AUG23/12 12.19
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|-------------|------|-----|------|------------|----------|----------|-----------|------|-----------|
|-------|-----|----|-------------|------|-----|------|------------|----------|----------|-----------|------|-----------|

| | | | | | | | | | | | | |
|------------------|---|--|-----------|----|--|----------|-------|-------|---|--|-----|---|
| 40 | R | | 700P-800P | 30 | | \$325.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| PROGRAM : SAT ET | | | | | | | | | | | | |
| CON COM1: SAT ET | | | | | | | | | | | | |

| | | | | | | | | | | | | |
|---------------------|---|--|-----------|----|--|----------|-------|-------|---|--|-----|---|
| 41 | R | | 800A-900A | 30 | | \$500.00 | 10/21 | 10/21 | 1 | | SUN | 1 |
| PROGRAM : SUN TODAY | | | | | | | | | | | | |
| CON COM1: SUN TODAY | | | | | | | | | | | | |

| | | | | | | | | | | | | |
|--------------------|---|--|------------|----|--|----------|-------|-------|---|--|-----|---|
| 42 | R | | 900A-1000A | 30 | | \$300.00 | 10/21 | 10/21 | 1 | | SUN | 1 |
| PROGRAM : SUN NEWS | | | | | | | | | | | | |
| CON COM1: SUN NEWS | | | | | | | | | | | | |

| | | | | | | | | | | | | |
|-------------------------|---|--|------------|----|--|---------|-------|-------|---|--|-----|---|
| 43 | R | | 1200N-100P | 30 | | \$75.00 | 10/21 | 10/21 | 1 | | SUN | 1 |
| PROGRAM : SUN NOON NEWS | | | | | | | | | | | | |
| CON COM1: SUN NOON NEWS | | | | | | | | | | | | |

| | | | | | | | | | | | | |
|------------------------|---|--|-----------|----|--|----------|-------|-------|---|--|-----|---|
| 44 | R | | 600P-630P | 30 | | \$750.00 | 10/21 | 10/21 | 1 | | SUN | 1 |
| PROGRAM : SUN 6PM NEWS | | | | | | | | | | | | |
| CON COM1: SUN 6PM NEWS | | | | | | | | | | | | |

| | | | | | | | | | | | | |
|------------------------|---|--|-----------|----|--|------------|-------|-------|---|--|-----|---|
| 45 | R | | 630P-700P | 30 | | \$2,500.00 | 10/21 | 10/21 | 1 | | SUN | 1 |
| PROGRAM : NBC SUN NEWS | | | | | | | | | | | | |
| CON COM1: NBC SUN NEWS | | | | | | | | | | | | |

OCT/12 56220.00 CONTRACT TOTAL 56220.00
 TOTAL SPOTS 95

MARKET TOTALS \$322,312 WFLA 24% WFTS 17% WTSP 25% WTVT 26% WTOG 0% WTTA 2% WMOR 2%
 WMOX 0% WXPX 0% WWSB 4% CABL 0%

SHARES ARE ACCURATE

SVC- NSI
 DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
 P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 762 Issue 2



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

Original

| | | | | | |
|--------------------|----------------------------------|--------------------------|-----------|--------------------|--------------------|
| Client: | Bill Nelson/ D/ State Senate/ FL | Submission Cost: | 55520 | Campaign Ref: | E:120628155 |
| Buyer: | | Client/Product/Estimate: | 1/1476 | Sales Rep: | HRP Washington, DC |
| Schedule Dates: | 10/15/12 to 10/28/12 | Weeks: | 2 | Order Ref: | 06187708 |
| Est/PO Number: | 06187708 | Contract type: | Political | Business Type: | POLITICAL |
| Associated Copies: | No | | | Business Category: | Transactional |

| | | | | | |
|--------------|----------------------|----------------|------|-------------|--------------------------|
| Product: | Bill Nelson 4 Senate | Booking Group: | WFLA | Key Market: | Tampa-St. Petersburg, FL |
| Demographic: | (L) Household | Order: | | | |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 10/15 | 10/22 | Total | Cost |
|---------------------------------------|--|----------|------|-------------|---------------------------|-------|-------|------|
| 11 | M-F 10a Daytime TWTF.. | 03 | | 30 Comme | Nbr of Spots Closed PR | 4 | 4 | |
| 12 | M-F 10a Daytime M..... | 03 | | 30 Comme | Nbr of Spots Closed PR | 1 | 1 | |
| 13 | M-F 11a News TWTF.. | 03 | | 30 Comme | Nbr of Spots Closed PR | 4 | 4 | |
| 26 | M-F 7p Entertainment Tonight TWTF.. | 03 | | 30 Comme | Nbr of Spots Closed PR | 4 | 4 | |
| 27 | M-F 7p Entertainment Tonight M..... | 03 | | 30 Comme | Nbr of Spots Closed PR | 1 | 1 | |
| 28 | M-F 730p Extra TWTF.. | 03 | | 30 Comme | Nbr of Spots Closed PR | 4 | 4 | |
| 29 | M-F 730p Extra M..... | 03 | | 30 Comme | Nbr of Spots Closed PR | 1 | 1 | |
| 46 | Sun 630p ET / 530p CT NBC Nightly News | 03 | | 30 | Nbr of Spots | | | |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 79 | 15 | 94 | |
| Closed PR | | | | | 17 | 3 | 20 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 762 Issue 2



WFLA-TV

P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

Original

| | | | | | |
|--------------------|----------------------------------|--------------------------|-----------|--------------------|--------------------|
| Client: | Bill Nelson/ D/ State Senate/ FL | Submission Cost: | 55520 | Campaign Ref: | E:120628155 |
| Buyer: | | Client/Product/Estimate: | 1/1476 | Sales Rep: | HRP Washington, DC |
| Schedule Dates: | 10/15/12 to 10/28/12 | Weeks: | 2 | Order Ref: | 06187708 |
| Est./PO Number: | 06187708 | Contract type: | Political | Business Type: | POLITICAL |
| Associated Copies: | No | | | Business Category: | Transactional |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | | 10/15 | 10/22 | Total | Cost |
|---------------------------------------|--------------------------------|----------|------|-------------|---------------------------|--------|-------|--------|------|
| 49 | M-F 5a News TWTF.. | 06 | 75 | 30 Comme | Closed PR Nbr of Spots | 1 4 | | 1 4 | 300 |
| 50 | M-F 5a News M..... | 06 | 75 | 30 Comme | Nbr of Spots | | 1 | 1 | 75 |
| 51 | M-F 530a News TWTF.. | 06 | 125 | 30 Comme | Nbr of Spots | 4 | | 4 | 500 |
| 52 | M-F 530a News M..... | 06 | 125 | 30 Comme | Nbr of Spots | | 1 | 1 | 125 |
| 53 | M-F 6a News TWTF.. | 03 | 700 | 30 Comme | Nbr of Spots | 3 | | 3 | 2100 |
| 54 | M-F 6a News M..... | 03 | 700 | 30 Comme | Nbr of Spots | | 1 | 1 | 700 |
| 55 | M-F 7a Today Show TWTF.. | 03 | 900 | 30 Comme | Nbr of Spots | 4 | | 4 | 3600 |
| 56 | M-F 7a Today Show M..... | 03 | 900 | 30 Comme | Nbr of Spots | | 1 | 1 | 900 |
| 57 | M-F 9a Today Show II TWTF.. | 03 | 550 | 30 Comme | Nbr of Spots | 4 | | 4 | 2200 |
| 58 | M-F 9a Today Show II M..... | 03 | 550 | 30 Comme | Nbr of Spots | | 1 | 1 | 550 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | | 79 | 15 | 94 | |
| Closed PR | | | | | | 17 | 3 | 20 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 762 Issue 2



WFLA-TV

P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

Original

| | | | | | |
|--------------------|----------------------------------|--------------------------|-----------|--------------------|--------------------|
| Client: | Bill Nelson/ D/ State Senate/ FL | Submission Cost: | 55520 | Campaign Ref: | E:120628155 |
| Buyer: | | Client/Product/Estimate: | 1/1476 | Sales Rep: | HRP Washington, DC |
| Schedule Dates: | 10/15/12 to 10/28/12 | Weeks: | 2 | Order Ref: | 06187708 |
| Est./PO Number: | 06187708 | Contract type: | Political | Business Type: | POLITICAL |
| Associated Copies: | No | | | Business Category: | Transactional |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 10/15 | 10/22 | Total | Cost |
|---------------------------------------|-----------------------------------|----------|------|-------------|-------------------|-------|-------|------|
| 59 | M-F 10a News TWTF.. | 06 | 80 | 30 Comme | Nbr of Spots 4 | | 4 | 320 |
| 60 | M-F 10a News M..... | 06 | 80 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 80 |
| 61 | M-F 11a Daytime TWTF.. | 06 | 80 | 30 Comme | Nbr of Spots 4 | | 4 | 320 |
| 62 | M-F 12p Today Show III ..WTF.. | 06 | 100 | 30 Comme | Nbr of Spots 3 | | 3 | 300 |
| 63 | M-F 12p Today Show III M..... | 06 | 100 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 100 |
| 64 | M-F 2p Rachael Ray TWTF.. | 06 | 125 | 30 Comme | Nbr of Spots 4 | | 4 | 500 |
| 65 | M-F 2p Rachael Ray M..... | 06 | 125 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 125 |
| 66 | M-F 4p Dr Oz TWTF.. | 06 | 300 | 30 Comme | Nbr of Spots 4 | | 4 | 1200 |
| 67 | M-F 4p Dr Oz M..... | 06 | 300 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 300 |
| 68 | M-F 5p News TWTF.. | 03 | 900 | 30 Comme | Nbr of Spots 3 | | 3 | 2700 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 79 | 15 | 94 | |
| Closed PR | | | | | 17 | 3 | 20 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 762 Issue 2



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Tampa, FL 33601

PHONE (813) 228-8888

Original

| | | | | | |
|--------------------|----------------------------------|--------------------------|-----------|--------------------|--------------------|
| Client: | Bill Nelson/ D/ State Senate/ FL | Submission Cost: | 55520 | Campaign Ref: | E:120628155 |
| Buyer: | FL | Client/Product/Estimate: | 1/476 | Sales Rep: | HRP Washington, DC |
| Schedule Dates: | 10/15/12 to 10/28/12 | Weeks: | 2 | Order Ref: | 06187708 |
| Est./PO Number: | 06187708 | Contract type: | Political | Business Type: | POLITICAL |
| Associated Copies: | NO | | | Business Category: | Transactional |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 10/15 | 10/22 | Total | Cost |
|---------------------------------------|---|----------|------|-------------|--------------|-------|-------|------|
| 69 | M-F 530p News T.T.F.. | 03 | 900 | 30 Comme | Nbr of Spots | 3 | 3 | 2700 |
| 70 | M-F 6p News .TWTF.. | 03 | 1200 | 30 Comme | Nbr of Spots | 4 | 4 | 4800 |
| 71 | M-F 6p News M..... | 03 | 1200 | 30 Comme | Nbr of Spots | 1 | 1 | 1200 |
| 72 | M-F 630p ET / 530p CT NBC Nightly News ..W.F.. | 03 | 2000 | 30 Comme | Nbr of Spots | 2 | 2 | 4000 |
| 73 | M-F 630p ET / 530p CT NBC Nightly News M..... | 03 | 2000 | 30 Comme | Nbr of Spots | 1 | 1 | 2000 |
| 74 | M-F 7p News .TWTF.. | 03 | 1000 | 30 Comme | Nbr of Spots | 4 | 4 | 4000 |
| 75 | M-F 7p News M..... | 03 | 1000 | 30 Comme | Nbr of Spots | 1 | 1 | 1000 |
| 76 | M-F 730p Entertainment Tonight .TWTF.. | 03 | 1000 | 30 Comme | Nbr of Spots | 4 | 4 | 4000 |
| 77 | M-F 730p Entertainment Tonight M..... | 03 | 1000 | 30 Comme | Nbr of Spots | 1 | 1 | 1000 |
| 78 | Sun 7p ET / 6p CT Football Night In | 06 | 1700 | 30 | Nbr of Spots | 1 | 1 | 1700 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 79 | 15 | 94 | |
| Closed PR | | | | | 17 | 3 | 20 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 762 Issue 2



WFLA-TV
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Tampa, FL 33601

PHONE (813) 228-8888

Original

| | | |
|---|--|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 55520 | Campaign Ref: E:120628155 |
| Buyer: " " | Client/Product/Estimate: . / 1476 | Sales Rep: HRP Washington, DC |
| Schedule Dates: 10/15/12 to 10/28/12 | Weeks: 2 | Order Ref: 06187708 |
| Est./PO Number: 06187708 | Contract type: Political | Business Type: POLITICAL |
| Associated Copies: No | | Business Category: Transactional |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 10/15 | 10/22 | Total | Cost |
|--|---|----------|------|-------------|--------------|-------|-------|------|
| 79 | AmericaS M-Su 11p News ..WT.S | 03 | 1250 | 30 Comme | Nbr of Spots | 3 | 3 | 3750 |
| 80 | M-Su Late News Late RunS | 03 | 1250 | 30 Comme | Nbr of Spots | 1 | 1 | 1250 |
| 81 | M-F 1135p ET / 1035p CT Tonight Show T.T.F.. | 06 | 325 | 30 Comme | Nbr of Spots | 3 | 3 | 975 |
| 82 | M-F 1135p ET / 1035p CT Tonight Show M..... | 06 | 325 | 30 Comme | Nbr of Spots | 1 | 1 | 325 |
| 83 | M-F 1237a ET / 1137p CT Late Night TWTF.. | 06 | 100 | 30 Comme | Nbr of Spots | 4 | 4 | 400 |
| 84 | M-F 1237a ET / 1137p CT Late Night M..... | 06 | 100 | 30 Comme | Nbr of Spots | 1 | 1 | 100 |
| 85 | Sat 7a Today ShowS | 03 | 500 | 30 Comme | Nbr of Spots | 1 | 1 | 500 |
| 86 | Sat 9a NewsS | 03 | 300 | 30 Comme | Nbr of Spots | 1 | 1 | 300 |
| 87 | Sat 12p News | 06 | 75 | 30 | Nbr of Spots | 1 | 1 | 75 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 79 | 15 | 94 | |
| Closed PR | | | | | 17 | 3 | 20 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 762 Issue 2



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

Original

| | | |
|---|--|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 55520 | Campaign Ref: E:120628155 |
| Buyer: " " | Client/Product/Estimate: . / 1476 | Sales Rep: HRP Washington, DC |
| Schedule Dates: 10/15/12 to 10/28/12 | Weeks: 2 | Order Ref: 06187708 |
| Est./PO Number: 06187708 | Contract type: Political | Business Type: POLITICAL |
| Associated Copies: No | | Business Category: Transactional |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 10/15 | 10/22 | Total | Cost |
|--|--|----------|------|-------------|--------------|-------|-------|------|
| 88 | Sat 7p Entertainment TonightS. | 06 | 325 | 30 Comme | Nbr of Spots | 1 | 1 | 325 |
| 89 | Sun 8a Today ShowS | 03 | 500 | 30 Comme | Nbr of Spots | 1 | 1 | 500 |
| 90 | Sun 9a NewsS | 03 | 300 | 30 Comme | Nbr of Spots | 1 | 1 | 300 |
| 91 | Sun 12p NewsS | 06 | 75 | 30 Comme | Nbr of Spots | 1 | 1 | 75 |
| 92 | Sun 6p NewsS | 03 | 750 | 30 Comme | Nbr of Spots | 1 | 1 | 750 |
| 93 | Sun 630p ET / 530p CT NBC Nightly NewsS | 03 | 2500 | 30 Comme | Nbr of Spots | 1 | 1 | 2500 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 79 | 15 | 94 | |
| Closed PR | | | | | 17 | 3 | 20 | |

Pre-emption Summary

| Ref | Sales Product | Spot Type | Pre-empt Date | Status | Pre-empt Value | Makegood Line(s) (Dates) | Makegood Ref | Campaign Ref |
|-----|-----------------|---------------|---------------|--------------------|----------------|--------------------------|--------------|--------------|
| 11 | M-F 10a Daytime | 30 Commercial | 10/15/12 | Closed Pre Emption | 760.00 | No Makegood / Credit | 0000000000 | E:120628155 |
| 12 | M-F 10a Daytime | 30 Commercial | 10/22/12 | Closed Pre Emption | 195.00 | No Makegood / Credit | 0000000000 | E:120628155 |
| 13 | M-F 11a News | 30 Commercial | 10/15/12 | Closed Pre Emption | 0.00 | 10/10, 10/16 | 0000168004 | E:120628155 |

| Ref | Sales Product | Spot Type | Pre-empt Date | Status | Pre-empt Value | Makegood Line(s) (Dates) | Makegood Ref | Campaign Ref |
|-----|--|----------------|---------------|--------------------|----------------|--------------------------------|--------------|--------------|
| 26 | M-F 7p Entertainment Tonight | :30 Commercial | 10/15/12 | Closed Pre Emption | 0.00 | 10/16, 10/30 | 0000168005 | E:120628155 |
| 27 | M-F 7p Entertainment Tonight | :30 Commercial | 10/15/12 | Closed Pre Emption | 4,800.00 | 10/09, 10/15, 10/16 | 0000167930 | E:120628155 |
| 28 | M-F 730p Extra | :30 Commercial | 10/22/12 | Closed Pre Emption | 1,200.00 | 43 (11/06, 11/07, 11/08), 44 (| 0000167931 | E:120628155 |
| 29 | M-F 730p Extra | :30 Commercial | 10/15/12 | Closed Pre Emption | 4,800.00 | No Makegood / Credit | 0000000000 | E:120628155 |
| 45 | Sun 630p ET / 530p CT NBC Nightly News | :30 Commercial | 10/22/12 | Closed Pre Emption | 1,200.00 | No Makegood / Credit | 0000000000 | E:120628155 |
| | | | 10/15/12 | Closed Pre Emption | 3,000.00 | No Makegood / Credit | 0000000000 | E:120628155 |

Grand Totals

| Totals | | 10/15 | | Month 10 Weeks: 4 | | 10/22 | |
|--------|-------|-------|--|-------------------|--|-------|------|
| Spots | 94 | | | | | 79 | 15 |
| Cost | 55520 | | | | | 46940 | 8560 |

Grand Totals:

| | |
|--------------|-----------|
| Spots: | 94 |
| Gross Total: | 55,520.00 |
| Commission: | 8,328.00 |
| Net Total: | 47,192.00 |

JUN 18/12 17.2
*** WFLA-TV ***

REF: NEW ORDER
TTL \$77,355 @95X
PLEASE CONFIRM
THANKS! KIM FOR MEGHAN

CON CM BILL NELSON FOR SENATE

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|---|-----|----|-------------|------|-----|----------|------------|----------|----------|-----------|------|-----------|
| AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = | | | | | | | | | | | | |
| AGENCY EST# = 473 | | | | | | | | | | | | |
| 1 | | | 500A-530A | 30 | | \$180.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| PROGRAM : 5AM NEWS CON COM1 : 5AM NEWS | | | | | | | | | | | | |
| 2 | | | 500A-530A | 30 | | \$180.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| PROGRAM : 5AM NEWS CON COM1 : 5AM NEWS | | | | | | | | | | | | |
| 3 | | | 530A-600A | 30 | | \$300.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| PROGRAM : 530AM NEWS CON COM1 : 530AM NEWS | | | | | | | | | | | | |

REP HEADLINE# 6187708
 *** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 17.2
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|---|------|-----|------------|------------|----------|----------|-----------|------|-----------|
| 4 | | | 530A-600A PROGRAM : 530AM NEWS CON COM1 : 530AM NEWS | 30 | | \$300.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 5 | | | 600A-700A PROGRAM : 6AM NEWS CON COM1 : 6AM NEWS | 30 | | \$840.00 | 10/17 | 10/19 | 3 | | W-F | 3 |
| 6 | | | 600A-700A PROGRAM : 6AM NEWS CON COM1 : 6AM NEWS | 30 | | \$840.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 7 | | | 700A-900A PROGRAM : TODAY SHOW CON COM1 : TODAY SHOW | 30 | | \$1,080.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 8 | | | 700A-900A PROGRAM : TODAY SHOW CON COM1 : TODAY SHOW | 30 | | \$1,080.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 9 | | | 900A-1000A PROGRAM : TODAY SHOW CON COM1 : TODAY SHOW | 30 | | \$660.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 10 | | | 900A-1000A PROGRAM : TODAY SHOW CON COM1 : TODAY SHOW | 30 | | \$660.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 11 | | | 1000A-1100A PROGRAM : DAYTIME CON COM1 : DAYTIME | 30 | | \$195.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 12 | | | 1000A-1100A PROGRAM : DAYTIME CON COM1 : DAYTIME | 30 | | \$195.00 | 10/22 | 10/22 | 1 | | MON | 1 |

REP HEADLINE# 0137708
*** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 17.2
*** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS/WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|--|------|-----|------------|------------|----------|---------|-----------|----------|-----------|
| 13 | | | 1100A-1200N PROGRAM : MIDDAY NEWS CON COM1: MIDDAY NEWS | 30 | | \$195.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 14 | | | 1200N-100P PROGRAM : TODAY SHOW 3 CON COM1: TODAY SHOW 3 | 30 | | \$240.00 | 10/17 | 10/19 | 3 | | W-F | 3 |
| 15 | | | 1200N-100P PROGRAM : TODAY SHOW 3 CON COM1: TODAY SHOW 3 | 30 | | \$240.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 16 | | | 200P-300P PROGRAM : RACHEL RAY CON COM1: RACHEL RAY | 30 | | \$300.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 17 | | | 200P-300P PROGRAM : RACHEL RAY CON COM1: RACHEL RAY | 30 | | \$300.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 18 | | | 400P-500P PROGRAM : DR. OZ CON COM1: DR. OZ | 30 | | \$720.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 19 | | | 400P-500P PROGRAM : DR. OZ CON COM1: DR. OZ | 30 | | \$720.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 20 | | | 500P-530P PROGRAM : 5PM NEWS CON COM1: 5PM NEWS | 30 | | \$1,080.00 | 10/16 | 10/19 | 3 | | TU-W, F | 3 |
| 21 | | | 530P-600P PROGRAM : 530PM NEWS CON COM1: 530PM NEWS | 30 | | \$1,080.00 | 10/16 | 10/19 | 3 | | TU, TH-F | 3 |

REP HEADLINE# C13708
 *** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 17.2
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS/WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|---|------|-----|------------|------------|----------|---------|-----------|------|-----------|
| 22 | | | 600P-630P PROGRAM : 6PM NEWS CON COM1: 6PM NEWS | 30 | | \$1,440.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 23 | | | 600P-630P PROGRAM : 6PM NEWS CON COM1: 6PM NEWS | 30 | | \$1,440.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 24 | | | 630P-700P PROGRAM : NBC NEWS CON COM1: NBC NEWS | 30 | | \$2,400.00 | 10/17 | 10/19 | 2 | | W, F | 2 |
| 25 | | | 630P-700P PROGRAM : NBC NEWS CON COM1: NBC NEWS | 30 | | \$2,400.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 26 | | | 700P-730P PROGRAM : ET CON COM1: ET | 30 | | \$1,200.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 27 | | | 700P-730P PROGRAM : ET CON COM1: ET | 30 | | \$1,200.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 28 | | | 730P-800P PROGRAM : EXTRA CON COM1: EXTRA | 30 | | \$1,200.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| 29 | | | 730P-800P PROGRAM : EXTRA CON COM1: EXTRA | 30 | | \$1,200.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| 30 | | | 700P-815P PROGRAM : FBALL NIGHT IN AM CON COM1: FBALL NIGHT IN AM | 30 | | \$4,080.00 | 10/21 | 10/21 | 1 | | SUN | 1 |

REP HEADLINE# 6187768
 *** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 17.2
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|-------------------------|------|-----|------------|------------|----------|----------|-----------|-------------|-----------|
| 31 | | | 1100P-1130P | 30 | | \$1,500.00 | 10/17 | 10/21 | 4 | | W-TH, SA-SU | 4 |
| | | | PROGRAM : 11PM NEWS | | | | | | | | | |
| | | | CON COM1: 11PM NEWS | | | | | | | | | |
| 32 | | | 1130P-1230A | 30 | | \$780.00 | 10/16 | 10/19 | 3 | | TU, TH-F | 3 |
| | | | PROGRAM : TONIGHT SHOW | | | | | | | | | |
| | | | CON COM1: TONIGHT SHOW | | | | | | | | | |
| 33 | | | 1130P-1230A | 30 | | \$780.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| | | | PROGRAM : TONIGHT SHOW | | | | | | | | | |
| | | | CON COM1: TONIGHT SHOW | | | | | | | | | |
| 34 | | | 1230A-130A | 30 | | \$240.00 | 10/16 | 10/19 | 4 | | TU-F | 4 |
| | | | PROGRAM : FALLON | | | | | | | | | |
| | | | CON COM1: FALLON | | | | | | | | | |
| 35 | | | 1230A-130A | 30 | | \$240.00 | 10/22 | 10/22 | 1 | | MON | 1 |
| | | | PROGRAM : FALLON | | | | | | | | | |
| | | | CON COM1: FALLON | | | | | | | | | |
| 36 | | | 700A-900A | 30 | | \$600.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| | | | PROGRAM : SAT TODAY | | | | | | | | | |
| | | | CON COM1: SAT TODAY | | | | | | | | | |
| 37 | | | 900A-1000A | 30 | | \$360.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| | | | PROGRAM : SAT NEWS | | | | | | | | | |
| | | | CON COM1: SAT NEWS | | | | | | | | | |
| 38 | | | 1200N-100P | 30 | | \$180.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| | | | PROGRAM : SAT NOON NEWS | | | | | | | | | |
| | | | CON COM1: SAT NOON NEWS | | | | | | | | | |
| 39 | | | 600P-630P | 30 | | \$840.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| | | | PROGRAM : SAT 6PM NEWS | | | | | | | | | |
| | | | CON COM1: SAT 6PM NEWS | | | | | | | | | |

Sum rate of 1130-1230

REP HEADLINE# C187708
 *** ORIGINAL REV#0 ***

REF: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET
 HARRIS REPORT FROM REP
 JUN18/12 17.2
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------------------------|-----|----|-------------|------|-----|------------|------------|----------|----------|-----------|----------------|-----------|
| 40 | | | /00P-800P | 30 | | \$780.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| PROGRAM : SAT ET | | | | | | | | | | | | |
| CON COM1: SAT ET | | | | | | | | | | | | |
| 41 | | | 800A-900A | 30 | | \$600.00 | 10/21 | 10/21 | 1 | | SUN | 1 |
| PROGRAM : SUN TODAY | | | | | | | | | | | | |
| CON COM1: SUN TODAY | | | | | | | | | | | | |
| 42 | | | 900A-1000A | 30 | | \$360.00 | 10/21 | 10/21 | 1 | | SUN | 1 |
| PROGRAM : SUN NEWS | | | | | | | | | | | | |
| CON COM1: SUN NEWS | | | | | | | | | | | | |
| 43 | | | 1200N-100P | 30 | | \$180.00 | 10/21 | 10/21 | 1 | | SUN | 1 |
| PROGRAM : SUN NOON NEWS | | | | | | | | | | | | |
| CON COM1: SUN NOON NEWS | | | | | | | | | | | | |
| 44 | | | 600P-630P | 30 | | \$900.00 | 10/21 | 10/21 | 1 | | SUN | 1 |
| PROGRAM : SUN 6PM NEWS | | | | | | | | | | | | |
| CON COM1: SUN 6PM NEWS | | | | | | | | | | | | |
| 45 | | | 630P-700P | 30 | | \$3,000.00 | 10/21 | 10/21 | 1 | | SUN | 1 |
| PROGRAM : NBC SUN NEWS | | | | | | | | | | | | |
| CON COM1: NBC SUN NEWS | | | | | | | | | | | | |
| OCT/12 77355.00 | | | | | | | | | | | CONTRACT TOTAL | |
| | | | | | | | | | | | TOTAL SPOTS | |
| | | | | | | | | | | | 77355.00 | |
| | | | | | | | | | | | 95 | |

MARKET TOTALS \$322,312 WFLA 24% WFTS 17% WTSP 25% WTVT 26% WTOG 0% WTTA 2% WMOR 2%
 WMOX 0% WXPX 0% WWSB 4% CABL 0%

SHARES ARE ACCURATE

SVC- NSI
 DEMOS- RA35+*

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 648 Issue 1



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

| | | |
|---|--|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 76515 | Campaign Ref: E:120628155 |
| Buyer: FL | Client/Product/Estimate: 1/1476 | Sales Rep: HRP Washington, DC |
| Schedule Dates: 10/15/12 to 10/28/12 | Weeks: 2 | Order Ref: 06187708 |
| Est./PO Number: 06187708 | Contract type: Political | Business Type: POLITICAL |
| | | Business Category: Transactional |

| | | |
|--------------------------------------|----------------------------|---|
| Product: Bill Nelson 4 Senate | Booking Group: WFLA | Key Market: Tampa-St. Petersburg, FL |
| Demographic: (L) Household | Order: | |

| Ref | Sales Product Details | Rate | Spot Type | 10/15 | 10/22 | Total | Cost |
|--|----------------------------------|------|-------------|-------------------|-------|-------|------|
| 1 | M-F 5a News TWTF.. | 180 | 30 Comme | Nbr of Spots 4 | | 4 | 720 |
| 2 | M-F 5a News M..... | 180 | 30 Comme | Nbr of Spots 1 | | 1 | 180 |
| 3 | M-F 530a News TWTF.. | 300 | 30 Comme | Nbr of Spots 4 | | 4 | 1200 |
| 4 | M-F 530a News M..... | 300 | 30 Comme | Nbr of Spots 1 | | 1 | 300 |
| 5 | M-F 6a News ..WTF.. | 840 | 30 Comme | Nbr of Spots 3 | | 3 | 2520 |
| 6 | M-F 6a News M..... | 840 | 30 Comme | Nbr of Spots 1 | | 1 | 840 |
| 7 | M-F 7a Today Show ..TWTF.. | 1080 | 30 Comme | Nbr of Spots 4 | | 4 | 4320 |
| 8 | M-F 7a Today Show M..... | 1080 | 30 Comme | Nbr of Spots 1 | | 1 | 1080 |
| 9 | M-F 9a Today Show II ..TWTF.. | 660 | 30 Comme | Nbr of Spots 4 | | 4 | 2640 |
| Weekly Totals: Total Spots(Ord Spots) | | | | 79 | 15 | 94 | |

Abar Hutton Media
 6190 Grovedale CT #200
 Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
 Submission Number 648 Issue 1



WFLA-TV
 P.O. Box 1410
 Tampa, FL 33601

PHONE (813) 228-8888

| | | |
|---|--|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 76515 | Campaign Ref: E:120628155 |
| Buyer: FL | Client/Product/Estimate: . / 1476 | Sales Rep: HRP Washington, DC |
| Schedule Dates: 10/15/12 to 10/28/12 | Weeks: 2 | Order Ref: 06187708 |
| Est./PO Number: 06187708 | Contract type: Political | Business Type: POLITICAL |
| | | Business Category: Transactional |

| Ref | Sales Product Details | Rate | Spot Type | 10/15 | 10/22 | Total | Cost |
|--|-----------------------------------|------|-------------|-------|-------|-------|------|
| 10 | M-F 9a Today Show II M..... | 660 | 30 Comme | | 1 | 1 | 660 |
| 11 | M-F 10a Daytime .TWTF.. | 195 | 30 Comme | 4 | | 4 | 780 |
| 12 | M-F 10a Daytime M..... | 195 | 30 Comme | | 1 | 1 | 195 |
| 13 | M-F 11a News .TWTF.. | 195 | 30 Comme | 4 | | 4 | 780 |
| 14 | M-F 12p Today Show III ..WTF.. | 240 | 30 Comme | 3 | | 3 | 720 |
| 15 | M-F 12p Today Show III M..... | 240 | 30 Comme | | 1 | 1 | 240 |
| 16 | M-F 2p Rachael Ray .TWTF.. | 300 | 30 Comme | 4 | | 4 | 1200 |
| 17 | M-F 2p Rachael Ray M..... | 300 | 30 Comme | | 1 | 1 | 300 |
| 18 | M-F 4p Dr Oz .TWTF.. | 720 | 30 Comme | 4 | | 4 | 2880 |
| 19 | M-F 4p Dr Oz M..... | 720 | 30 Comme | | 1 | 1 | 720 |
| 20 | M-F 5p News .TW.F.. | 1080 | 30 Comme | 3 | | 3 | 3240 |
| 21 | M-F 530p News .T.TF.. | 1080 | 30 Comme | 3 | | 3 | 3240 |
| Weekly Totals: Total Spots(Ord Spots) | | | | 79 | 15 | 94 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 648 Issue 1



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

Client: Bill Nelson/ D/ State Senate/
FL
Buyer: ..
Schedule Dates: 10/15/12 to 10/28/12
Est./PO Number: 06187708

Submission Cost:
Client/Product/Estimate:
Weeks:
Contract type:

76515
1/1476
2
Political

Campaign Ref: E:120628155
Sales Rep: HRP Washington, DC
Order Ref: 06187708
Business Type: POLITICAL
Business Category: Transactional

| Ref | Sales Product Details | Rate | Spot Type | 10/15 | 10/22 | Total | Cost |
|---------------------------------------|---|------|-------------|-------------------|-------|-------|------|
| 22 | M-F 6p News TWTF.. | 1440 | 30 Comme | Nbr of Spots 4 | | 4 | 5760 |
| 23 | M-F 6p News M..... | 1440 | 30 Comme | Nbr of Spots 1 | | 1 | 1440 |
| 24 | M-F 630p ET / 530p CT NBC Nightly News ..W.F.. | 2400 | 30 Comme | Nbr of Spots 2 | | 2 | 4800 |
| 25 | M-F 630p ET / 530p CT NBC Nightly News M..... | 2400 | 30 Comme | Nbr of Spots 1 | | 1 | 2400 |
| 26 | M-F 7p Entertainment Tonight ..TWTF.. | 1200 | 30 Comme | Nbr of Spots 4 | | 4 | 4800 |
| 27 | M-F 7p Entertainment Tonight M..... | 1200 | 30 Comme | Nbr of Spots 1 | | 1 | 1200 |
| 28 | M-F 730p Extra ..TWTF.. | 1200 | 30 Comme | Nbr of Spots 4 | | 4 | 4800 |
| 29 | M-F 730p Extra M..... | 1200 | 30 Comme | Nbr of Spots 1 | | 1 | 1200 |
| 30 | Sun 7p ET / 6p CT Football Night In AmericaS | 4080 | 30 Comme | Nbr of Spots 1 | | 1 | 4080 |
| 31 | M-Su 11p News ..WT.S | 1500 | 30 Comme | Nbr of Spots 3 | | 3 | 4500 |
| 32 | M-Su Late News Late RunS | 1500 | 30 Comme | Nbr of Spots 1 | | 1 | 1500 |
| Weekly Totals: Total Spots(Ord Spots) | | | | 79 | 15 | 94 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 648 Issue 1



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

Client: Bill Nelson/ D/ State Senate/
FL
Buyer:
Schedule Dates: 10/15/12 to 10/28/12
Est./PO Number: 06187708

Submission Cost:
Client/Product/Estimate:
Weeks:
Contract type:

76515
11/476
2
Political

Campaign Ref: E:120628155
Sales Rep: HRP Washington, DC
Order Ref: 06187708
Business Type: POLITICAL
Business Category: Transactional

| Ref | Sales Product Details | Rate | Spot Type | | 10/15 | 10/22 | Total | Cost |
|---------------------------------------|---|------|-------------|--------------|-------|-------|-------|------|
| 33 | M-F 1135p ET / 1035p CT Tonight Show T T F.. | 780 | 30 Comme | Nbr of Spots | 3 | | 3 | 2340 |
| 34 | M-F 1135p ET / 1035p CT Tonight Show M..... | 780 | 30 Comme | Nbr of Spots | | 1 | 1 | 780 |
| 35 | M-F 1237a ET / 1137p CT Late Night TWTTF.. | 240 | 30 Comme | Nbr of Spots | 4 | | 4 | 960 |
| 36 | M-F 1237a ET / 1137p CT Late Night M..... | 240 | 30 Comme | Nbr of Spots | | 1 | 1 | 240 |
| 37 | Sat 7a Today ShowS. | 600 | 30 Comme | Nbr of Spots | 1 | | 1 | 600 |
| 38 | Sat 9a NewsS. | 360 | 30 Comme | Nbr of Spots | 1 | | 1 | 360 |
| 39 | Sat 12p NewsS. | 180 | 30 Comme | Nbr of Spots | 1 | | 1 | 180 |
| 40 | Sat 7p Entertainment TonightS. | 780 | 30 Comme | Nbr of Spots | 1 | | 1 | 780 |
| 41 | Sun 8a Today ShowS. | 600 | 30 Comme | Nbr of Spots | 1 | | 1 | 600 |
| 42 | Sun 9a NewsS. | 360 | 30 Comme | Nbr of Spots | 1 | | 1 | 360 |
| 43 | Sun 12p NewsS. | 180 | 30 Comme | Nbr of Spots | 1 | | 1 | 180 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 79 | 15 | 94 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 648 Issue 1



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

| | | |
|--|----------------------------------|----------------------------------|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 76515 | Campaign Ref: E:120628155 |
| Buyer: .. | Client/Product/Estimate: ././476 | Sales Rep: HRP Washington, DC |
| Schedule Dates: 10/15/12 to 10/28/12 | Weeks: 2 | Order Ref: 06187708 |
| Est./PO Number: 06187708 | Contract type: Political | Business Type: POLITICAL |
| | | Business Category: Transactional |

| Ref | Sales Product Details | Rate | Spot Type | 10/15 | 10/22 | Total | Cost |
|---------------------------------------|--|------|-------------|-------------------|-------|-------|------|
| 44 | Sun 6p NewsS | 900 | 30 Comme | Nbr of Spots 1 | | 1 | 900 |
| 45 | Sun 630p ET / 530p CT NBC Nightly NewsS | 3000 | 30 Comme | Nbr of Spots 1 | | 1 | 3000 |
| Weekly Totals: Total Spots(Ord Spots) | | | | 79 | 15 | 94 | |

Grand Totals

| Totals | | 10/15 | Month 10 Weeks: 4 | 10/22 |
|--------|-------|-------|-------------------|-------|
| Spots | 94 | | 79 | 15 |
| Cost | 76515 | | 64740 | 11775 |

Grand Totals:

| | |
|--------------|-----------|
| Spots: | 94 |
| Gross Total: | 76,515.00 |
| Commission: | 11,477.25 |
| Net Total: | 65,037.75 |